Hua Medicine

华领医药

Hua Medicine
2024 Annual Results Presentation
March 2025

Disclaimer

Company Overview

Diabetes Remains a Global Epidemic

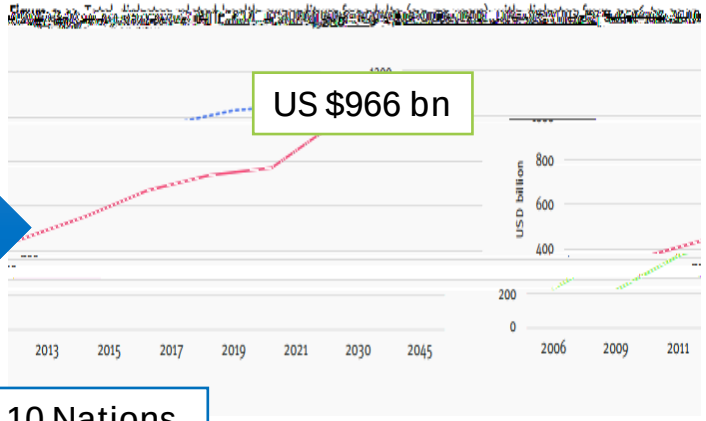
9 Classes of Drugs

Global Unmet Medical Needs in Glycemic Control

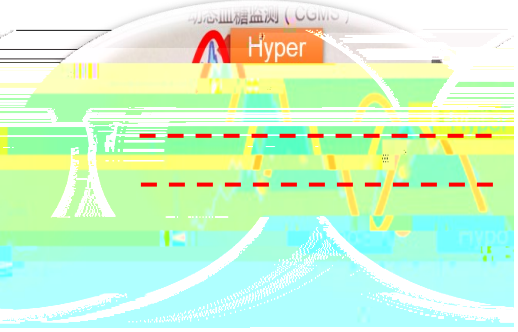
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IDF 2021

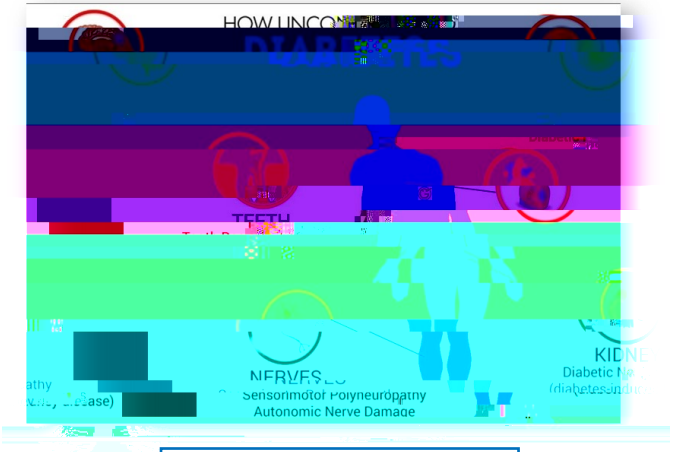
537 Mn Diabetes
Many
Complications



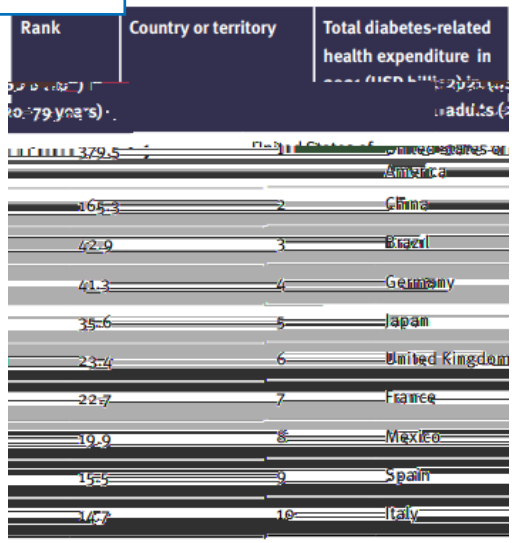
Top 10 Nations



Lost Glucose Homeostasis



Harms of Diabetes



Economic Burden

Source: Cheng YY, Chen L. Global J Obesity, Diabetes and Metabolic Syndrome 2020, 7 018-023
Source: IDF DIABETES ATLAS Tenth edition 2021

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Business Overview



Effective Jan 1, 2025, Hua Medicine assumed full commercialization responsibility for HuaTangNing and terminated revenue share partnership with Bayer.

For **first two months of 2025**, while Hua Medicine had full commercialization responsibility for HuaTangNing, **sales increased by 199% to RMB 73.2 million** from same period in 2024 with no change in price.

The unamortized contact liabilities amounting to **RMB1,243,499,000 will be recognized as a gain in 2025** by the Group.

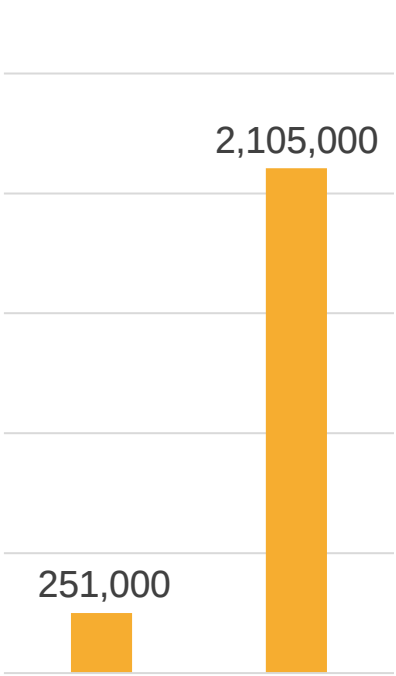
Based on human genetic data, the Mendelian Randomization methodology has been applied to collect the beneficial effects of GK activation on various new indications and benefits for GKA, such as **reduction in heart failure, coronary artery disease, memory loss and dyslipidemia, frailty and sarcopenia**.

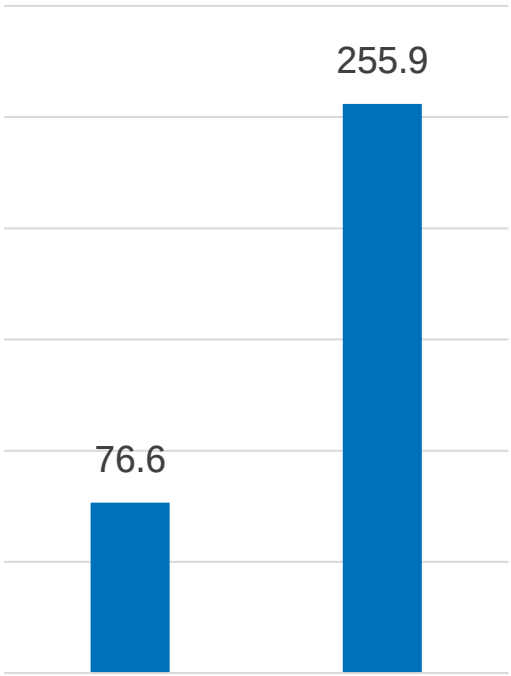
In 2024, we successfully completed and announced the results of SAD study in the United States of our 2nd Generation GKA as once a day OAD.

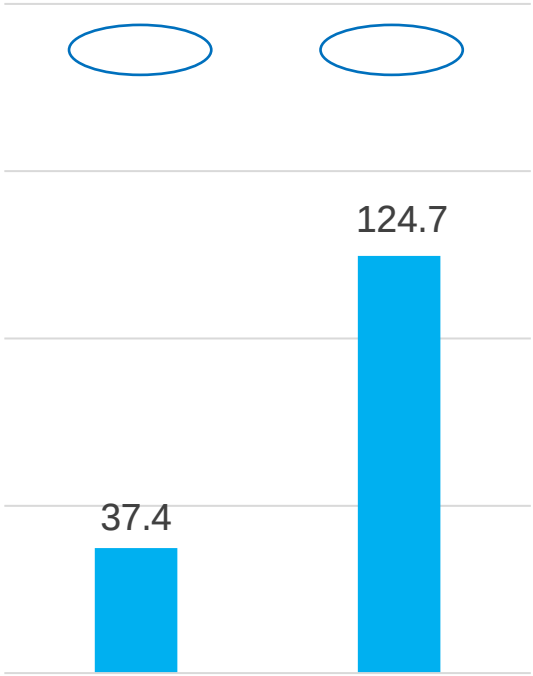
We are advancing studies of dorzagliatin in diabetes treatment and prevention, through our SENSITIZE clinical study in Hong Kong.

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Business Growth in 2024







Represents the first full year in which HuaTangNing was sold under NRDL, effective January 1, 2024
Despite a 64.1% drop in price from RMB420 / pack (out-of-pocket price) to RMB150.92 / pack (under the NRDL), net sales increased by 234% for the fiscal year, with sales volume increasing 740%.
Gross margin only decreased by 0.1% to 48.7% as compared to 48.8% for 2023.

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Key drivers of HuaTangNing sales in 2024

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Hua Medicine Commercialization:100 Day Intiative



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Expansion of Dorzagliatin into Asian Markets



Similar Etiology of Diabetes

Looking for Partnerships

Southeast Asia

Population: 680,000 million
T2D Prevalence: 10% to 30%

Submit Registration Applications in 2025

Macau

Population: 0.68 million
T2D Prevalence: 10%

Hong Kong

Population: 7.5 million
T2D Prevalence: 10%

SENSITIZE 3 Clinical Study

New dosage forms of 25mg and 50mg Dorzagliatin

Prediabetes, treatment and prevention of T2D MODY-2, genetic de-activating mutations

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Global 2nd Generation GKA Leads Expansion

- Focusing on Western markets: the T2D patients with obesity and once a day oral therapy
- Personalized diabetes care: restore impaired glucose homeostasis, restore Insulin and GLP-1 secretion, prevention of diabetes and complications
- Global rights till 2042 with 100% owned by Hua Medicine

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Expansion of GK Regulated Homeostasis

More indications to be explored with Dorzagliatin and its combinations

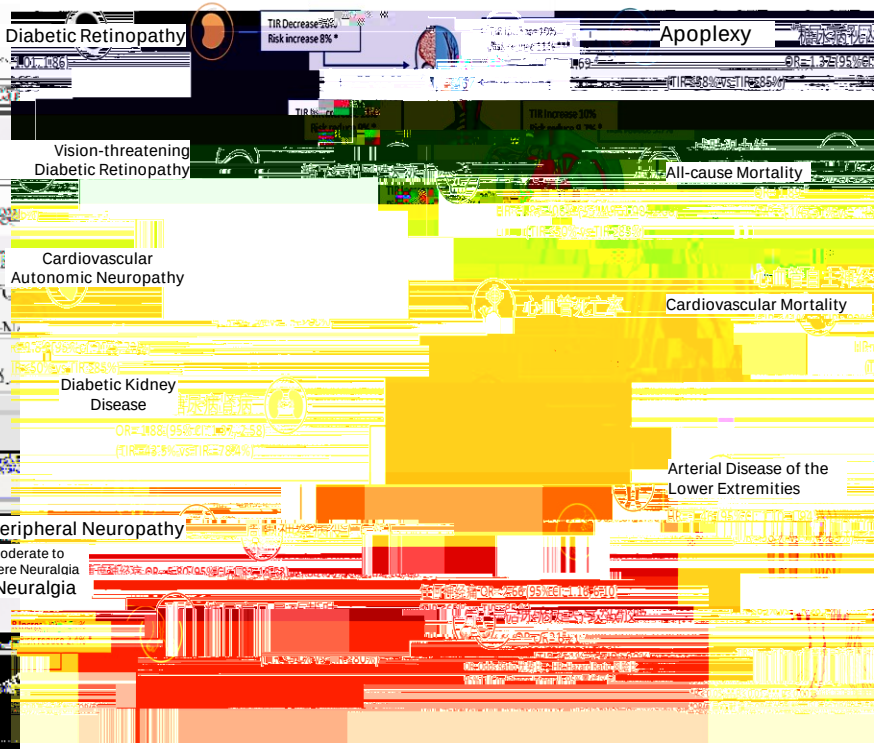
- Diabetes prevention, remission, rejuvenation diabetes complications

More beneficial effects of GKA have been supported by human genetic studies.

- memory loss, frailty and sarcopenia, heart failure, coronary artery disease, dyslipidemia



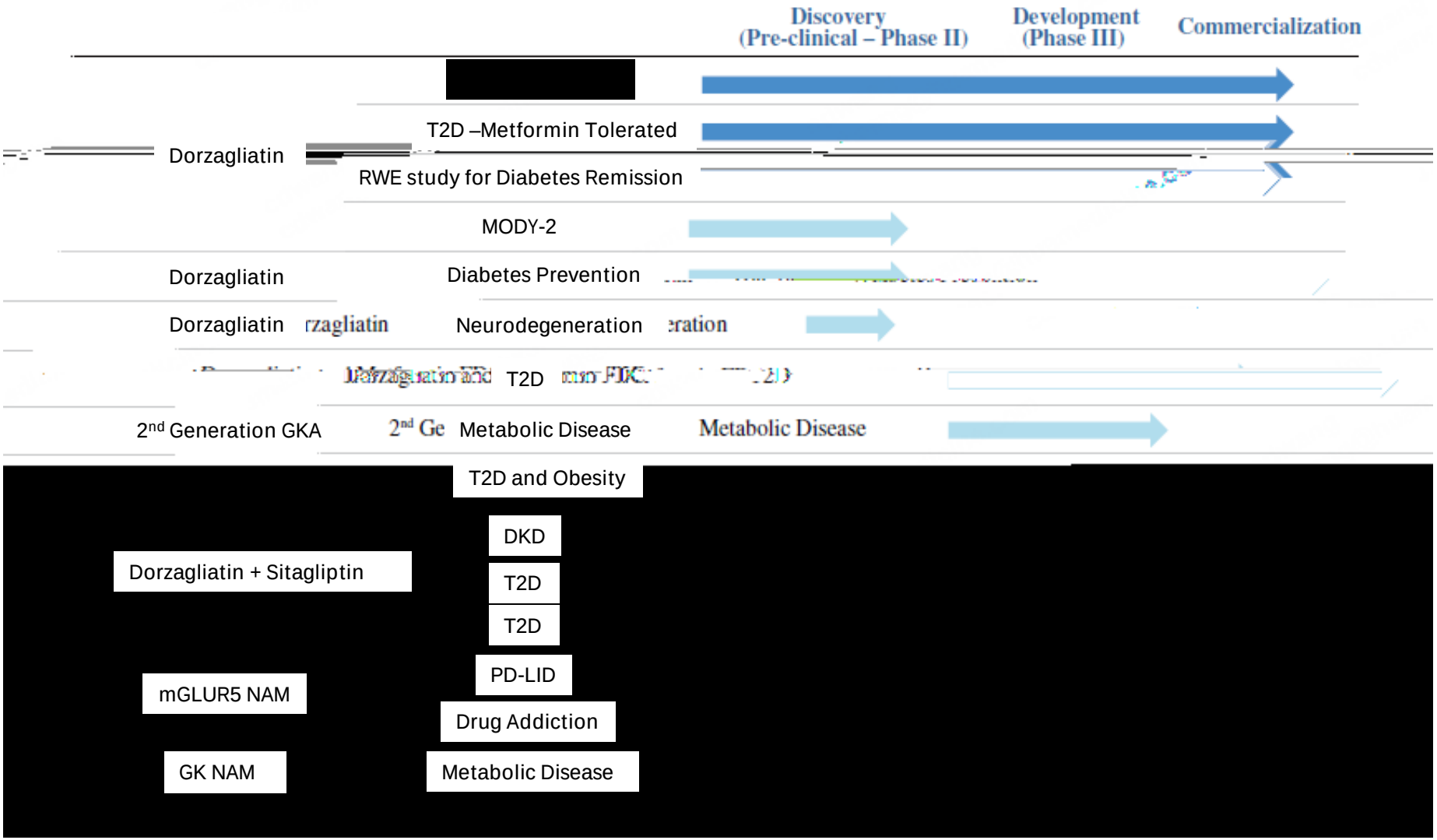
Comparing the effects of genetically proxied glucokinase activation and genetically proxied non-targeted HbA1c lowering on frailty-related outcomes.



The relationship between TIR and T2D complications

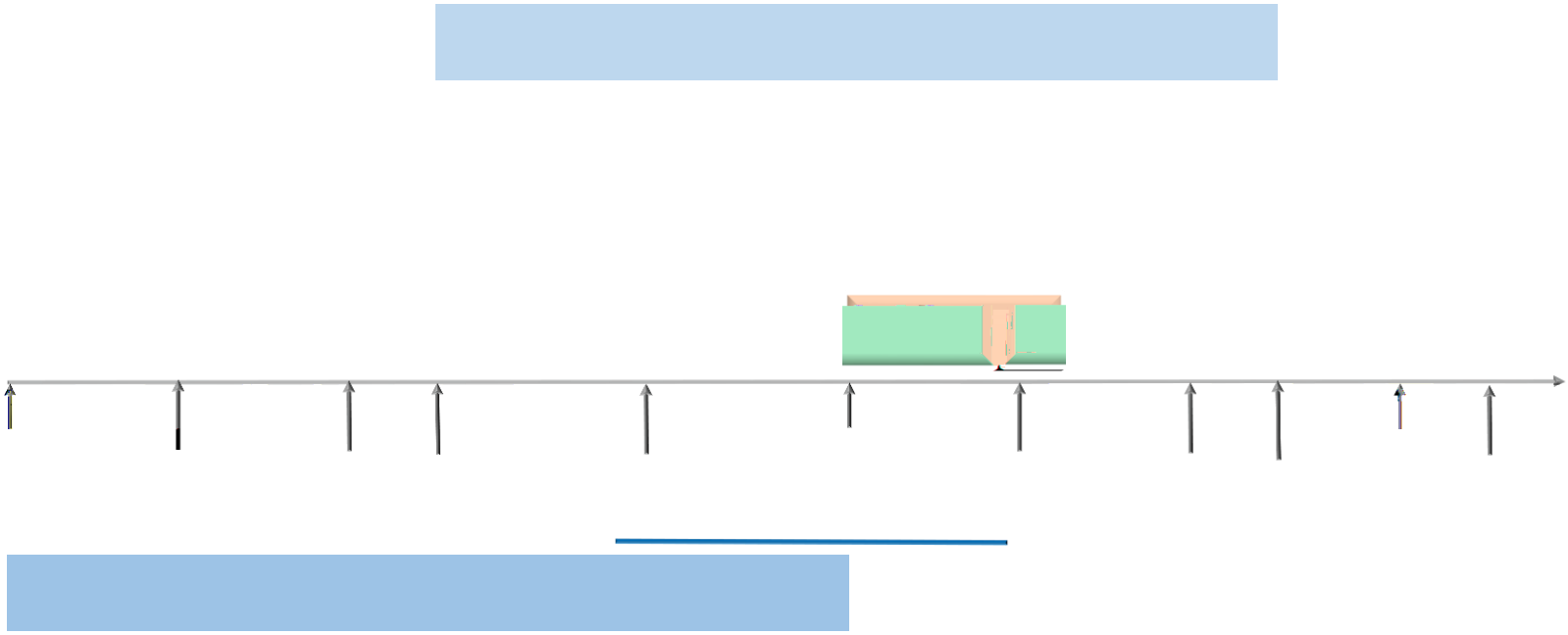
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Hua Medicine R&D Pipeline



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GKA and Homeostasis Management Patent Portfolio

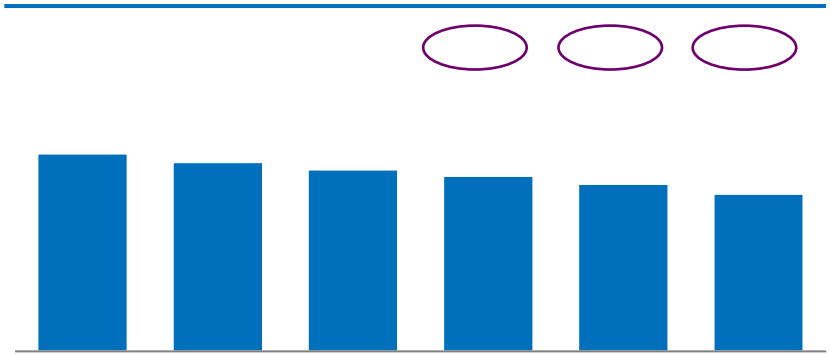


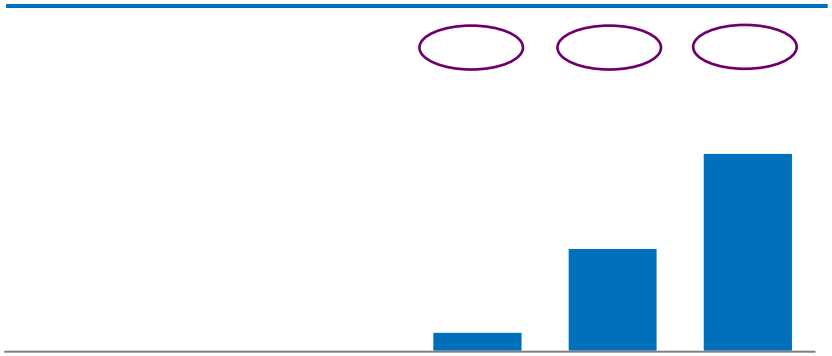
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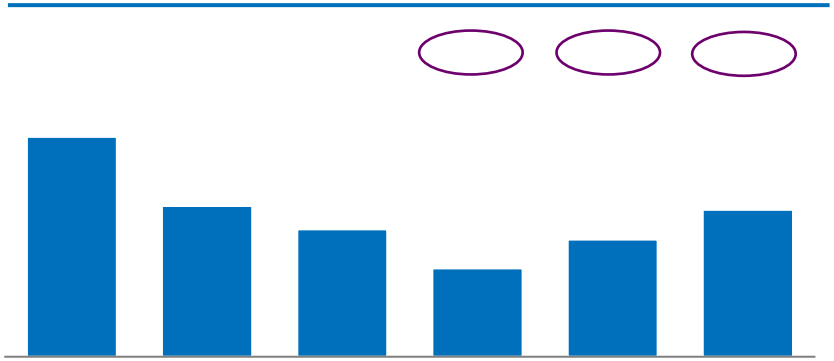
Financial Section

Revenue and Profit

Key Operational Expense







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Cashflow and Balance

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